



Monday, September 17, 2018

TEDCO
7021 Columbia Gateway Dr., Ste. 200
Columbia, MD 21046
9:00am – 11:00am

Meeting Minutes

Attendees:

Brian Briggs, Chair
Saundra Lamb
Loretta Eggleston
Suzy Ganz
Patrick Nolan
Christine Ross
Scott Simmons
Jim Strong
Phil Tulkoff

Company

TIC Gums
Semforex
Boilermakers Local S 50
Lion Brothers
Northrop Grumman
Maryland Chamber of Commerce
McCormick & Company
United Steelworkers District 8
Tulkoff Food Products

Ex-Officio Members:

R. Michael Gill, Secretary, Department of Commerce

Guest Speakers

George Davis
Larry Richardson

TEDCO
Maryland Chamber of Commerce

Commerce Staff:

Kris Shock
Todd Sabin
Rhonda Ray

I. Call to Order

TEDCO
Maryland Chamber of Commerce

At 9:00 Chairman Brian Briggs called the meeting to order and welcomed members and guests.

II. TEDCO Welcoming Remarks

George Davis, CEO TEDCO, opened the meeting with welcoming remarks. He provided an introduction and overview of TEDCO's programs and capabilities. He encouraged Board members to attend the TEDCO Entrepreneur Expo & Stem Cell Symposium on October 30, 2018.

Christine Ross introduced comments on tax breaks for successful entrepreneurs to reinvest in other ventures in the state. George Davis agreed and Secretary Gill suggested looking at other States for examples. Christine and the Chamber will lead on this initiative.

III. Review and Approval of June 29, 2018 Minutes

Upon motion duly made and seconded, the minutes of the June 29, 2018 MMAB meeting were approved.

IV. Chairman's Updates

Chairman Briggs commented on looking forward to Manufacturing Month and encouraged Board members to get more traction with sub-committees utilizing both Board and non-Board member resources to keep the image of manufacturing going. He encouraged any Board members to use the space made available by TIC Gums and Commerce at the Junior Achievement Inspire event on October 18, 2018.

V. Maryland Manufacturing Update

Secretary Gill reviewed recent "wins" and "success stories" for the state in the manufacturing industry. He then provided updates on Western Maryland and Maryland Manufacturing. During the Maryland Manufacturing update he asked Rhonda J. Ray how much the Partnership for Workforce Quality (PWQ) will be funded which she replied \$1 million. Secretary Gill then inquired about increasing funding for this program and to get a signed letter of recommendation from the MMAB to the Governor to support this initiative. Pat Nolan inquired if the state has a brochure or marketing piece for manufacturing attraction. Secretary Gill recommended the MMAB and Commerce create an industry attraction marketing piece highlighting PWQ and other state programs to attract out-of-state manufacturing companies.

VI. Old Business

A. Perception/Image Campaign Update

Ms. Kris Shock briefed the Board on updates to manufacturing month and the meeting held on August 29, 2018 bringing together key stakeholders in the state. Notable dates and opportunities were presented. Both Ms. Shock and Chairman Briggs encouraged MMAB member attendance to the Junior Achievement Inspire event on October 18, 2018, as well as RMI's Tectonic Shift held in Spring of 2019.

Secretary Gill suggested using the “Open” campaign for an “Open for Manufacturing” as a call to action to specific industries. Chairman Briggs mentioned Pennsylvania’s “Signing Day” for young adults entering manufacturing jobs and careers. Mike DiGiacomo stated that the Department of Labor and Licensing will do something similar next year. Christine Ross stated the Chamber has resources to support marketing efforts and are already conducting on-site videos of companies.

B. Perception/Image Campaign MMAB Task Force

Saundra Lamb started by asking why the MMAB was focusing on this goal and not MMAB’s Support of Small Business Manufacturers and Development of Opportunities for Manufacturing Talent goals? Chairman Briggs stated that the MMAB has only received volunteers for the Image Campaign and if there were volunteers for the other two goals, Kris Shock and Todd Sabin would help coordinate a task force; accordingly. Chairman Briggs asked members to reach out to him if they would like to participate in advancing any of the three goals. Scott Simmons volunteered to lead the Image goal. Saundra Lamb volunteered to assist with the other two goals.

C. TEDCO Collaboration

George Davis introduced a potential initiative to create an incubator for manufacturing innovation. Suzy Ganz agreed with this initiative to push advanced manufacturing. Mr. Davis and Ms. Ganz will connect on their own to discuss further development.

VII. New Business

A. Legislative Interest

Christine Ross introduced Larry Richardson, VP Government Affairs Maryland Chamber of Commerce. Mr. Richardson provided information on bills the Chamber supported and opposed during the 2018 General Assembly. He then presented information on bills they will focus on during the 2019 General Assembly. Secretary Gill stressed the importance of industry engagement and stated that too many businesses get involved too late in the process on legislative issues.

B. Tech Transfer and Manufacturing Co-Ops

These topics were introduced by Bobby Patton who was not in attendance at this meeting and it was decided to address the topic at the next MMAB meeting in which he was in attendance.

VIII. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 10:57am by Chairman Briggs.